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Rebates gone; industry hopes for no letdown

By Marjorie Sorge
and Joseph Bohn

There's an upbeat feeling among dealers and factory executives that the wealth of sales experienced during the rebate period will continue into the spring and summer months, although some dealers are holding their breath as the cash incentives disappear.

Rebates at General Motors, Ford Motor Co. and Chrysler Corp. were scheduled to end last week but many dealers, especially those at Ford and Chrysler—expressed a desire to have them continue.

American Motors' 10 percent rollback continues until May 15.

Chevrolet and Chrysler dealers added that sales of Omni/Horizon, K-cars, X-cars and Chevettes have been brisk, even though these cars were not included in the rebate extensions which ended last week.

Ford's Escort/Lynx has been doing well right along, even though they were not part of any special price-reduction program.

What rebates accomplished was to reduce inventories and move out older cars which "allows us to get fresh, new merchandise in there," observed Bernie Crumpton, Ford division general sales manager.

"There's nothing to stimulate the market like new merchandise," he added.

The "new merchandise" includes, of course, cars like the Ford EXP and Mercury LN7 which go on sale April 9, as the first of the '82s. General Motors will introduce its traffic-and-sales-building '82 J-cars in mid May.

"New merchandise" also includes special-value-package models, aimed directly at the price-conscious market. Ford, Chrysler and GM all have discounted optional equipment packages for many models, offering consumers savings of several hundred dollars.

• Effective April 1, Ford Motor also boosted its special UAW-employe rebate program to put more cars into workers hands.

Hourly workers now get a base $250 on smaller cars, up $15 from before, and $400 on larger cars and light trucks, up $40 from before. The employe rebate has been in effect for some time and will continue through '81.

Hourly workers also get additional rebates on selected models, boosting them to $400 on Granada/Cougar and Thunder-

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'82 Skylark

Buick compact to receive facelift

Buick Skylark for 1982, caught here by unofficial photographer, shows modest restyling of front end, with grille patterned after that used on current Buick Regal.

breaking news

Datsun hikes prices an average of $248

CARSON, Calif.—Datsun last week raised U. S. prices an average of $248, or 3.3 percent, on cars and trucks. It is Datsun's third increase on 1981 models, totaling an average of $779 since the end of the 1980 model year. Last week's range on cars was $150 to $596. The 210 standard two-door sedan rose $150 to $4,599, and the 310 Deluxe two-door hatchback went up $150 to $5,489. Top increase of $596 was applied to the 280-ZX 2 plus 2 coupe, now $14,949. The new 280-ZX Turbo is priced at $16,999. Pickup truck increases ranged from $140 on the standard short bed model (now $5,999) to $200 on four-wheel-drive units.

McWilliams to head DeLorean marketing

NEW YORK.—J. Bruce McWilliams has been appointed vice president—marketing for DeLorean Motor Co. McWilliams has extensive experience in the import-car field. He was instrumental in the start of Saab's marketing program in the U. S., later served as sales vice president of Mercedes-Benz, president of Rover Motor Car Co., and vice president of Leyland Motors and its successors, British Leyland Motors and Jaguar Rover Triumph Inc.

See BREAKING NEWS, Page 55, Col. 1

New exhaust rules styled after CAFE proposed by GM

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — A "mobile bubble" for emission control has been floated by General Motors. It is too early to say whether it will stay aloft or be shot down.

It was first addressed by GM Chairman Roger B. Smith in a speech to the National Petroleum Refiners Assn. Next, the Washington press was briefed by Craig Marks, head of GM's internal task force on ways to change the Clean Air Act when it comes up for reauthorization by this Congress.

GM wants to average emissions for all its cars and save money, hassle and paperwork at no cost to air quality.

The GM "bubble" is a cousin to the CAFE used in the fuel-economy law.

While Ford Motor Co. was the leader in designing CAFE, GM has become the leader in what may be called the CAEC—Corporate Average Emission Control. CAEC, like CAFE, would enable a company to trade-off winners with losers and be judged on the average of emissions rather than engine family by engine family.

Like the energy and safety laws administered by NHTSA, it would place the burden on the manufacturers to self-certify and reduce the government role to one of monitoring, enforcing and possibly "brokering" among the companies.

GM said averaging and allowing the kind of offsets available under "bubbles" now allowed for plant emissions would mean a savings of about $50 million a year otherwise spent on certification at the Ann Arbor EPA lab. It would also save 15 feet of documentation for each engine family and the hassle that occurs every time a running change is made, GM said.

It would also wipe out many layers of compliance procedures: EPA assembly-line testing known as selective enforcement audit; in-plant audits done by EPA enforcers; extensive reporting of emission data and product defects; data for investigative procedures; overlapping warranty (retaining the simple defect warranty but eliminating the performance warranty); the short emission test used in local inspection/maintenance pro-

Continued on Page 49, Col. 1

Car production highest of year

By Patricia Hoffman
Staff Writer

U. S. auto production last week reached its highest point for 1981, and output was the best since the week ended Nov. 22, 1980.

Planned production last week was 152,333 units, up 7.42 percent from the 141,806 completed in the previous week and an increase of 15.21 percent from the 132,222 cars assembled in the comparable 1980 week. The total was the highest since the 157,249 units built the week ended last Nov. 22.

The total for March is estimated at 715,265 cars, up 11.20 percent from the 643,178 completed in the comparable month in 1980, and the highest output

Continued on Page 55, Col. 1

FDA leader rips Ford leadership, product, planning

Mullane's 'better idea:' Merge Chrysler, Ford

By John A. Russell
New York Staff Writer

HACKENSACK, N. J.—Claiming that the management of Ford Motor Co. is out of touch with the marketplace, Ed Mullane, president of the Ford Dealer Alliance, called for the replacement of top Ford management, including Ford Chairman Phillip Caldwell.

He also demanded that the company start merger talks, preferably with Chrysler Corp. Mullane said that, in his opinion, Chrysler has the management and the product that Ford desperately needs.

In an interview with Automotive News, the FDA president charged that Ford's plight is one of product and leadership and that the company's current plans for product introduction will be too late to save the company and the dealer body.

Mullane said the company must acquire more front-wheel-drive capacity before the current target dates of 1983 and 1985. While the major competitors, General Motors and Chrysler, will be working on their second-generation FWD cars, he said, Ford will be developing its first generation.

Mullane charged that staggering losses incurred by Ford in the past year are the fault of Ford management.

The company "wouldn't be in this position if we had competent professionals," he said, adding that the managers at Ford "don't know what's going on in the marketplace."

Mullane predicted that if there are not more FWD models by 1982½, then "the dealer body will be broke by 1983."

• Mullane further said that if the company's product planning isn't pushed up by at least a year, the industry would "see the first dealer rebellion in the history of the franchise system."

Mullane stressed that a leadership gap exists at Ford. While company executives have been in the forefront in calling for restraints to be imposed on Japanese imports, he said, even if this were to come to pass, Ford would not gain from it.

"Chrysler and General Motors will benefit because they have the products," he said.

FDA recently sent a pamphlet to all dealers and the Ford board of directors outlining the crisis at Ford as Mullane sees it. This was a first for the FDA, but Mullane said the pamphlet was necessary to bring the issues of product and leadership to the forefront.

He cited several examples of what he termed the lack of leadership at Ford in the product area and those include the abandoned PROCO engine project, which was pushed in lieu of diesel development, as well as tardy development of front-wheel-drive cars.

Mullane said he had been told by upper management at Ford that any form of price reduction would be devastating. Public statements by Ford executives made it apparent that Ford regarded this as a short term solution and would not attempt it, because it would be too costly.

But Ford follows GM leads, he

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Few changes required in law, he says

Update pollution rules, Smith urges

SAN ANTONIO. — The chairman of General Motors suggested last week that government programs to control pollution from automobiles "can be streamlined and updated to do the job more effectively — at lower cost and with less regulatory involvement."

Speaking to the National Petroleum Refiners Assn., Roger B. Smith said that for the most part, the suggested changes could be implemented administratively.

"Only a few changes would be required in the Clean Air Act itself," he said.

"We need to draw on our experience of the past decade to make our air pollution control efforts simpler, less costly and in better balance with other high priority national goals."

Much of the language in the Clean Air legislation, which is up for reauthorization by Congress this year, was written in 1970. Among the other goals listed by Smith as requiring high-priority attention were reducing inflation, restoring economic growth, creating more jobs, producing and conserving energy and improving national productivity.

• Smith said the changes in the so-called mobile source provisions of the Clean Air Act would have no significant impact on air quality. But he said the changes would have several important benefits:

1. Reduce the need for the U. S. to import such large quantities of noble metals for use in catalytic converters. Adequate quantities of the metals are available only from the Soviet Union and South Africa.

2. Permit auto manufacturers to use more cost efficient emissions control technology, thereby by reducing the cost of those control systems to new-car buyers.

3. Allow potentially greater mileage improvements on all cars.

4. Allow the continued use of fuel-efficient diesel engines.

At the very minimum, Smith told the refiners, Congress should slightly ease the tailpipe emission standards for two regulated pollutants, carbon monoxide and oxides of nitrogen.

In both cases, he said, the federal standard in effect for the 1980 model year was adequate to meet the nation's commitment to air quality in most regions, and the more stringent 1981-model year standards were not necessary for those two pollutants.

"Just because we can meet them doesn't mean it makes sense to meet them," he said.

Beyond recommending slight easings of the carbon monoxide and oxides of nitrogen standards, Smith outlined a different conceptual approach to controlling automotive emissions, which he said deserved careful consideration when the legislation is reconsidered.

• Smith said the different concept for controlling automotive pollution laws developed by a GM task force which has been revieving the Clean Air legislation for several months. He added the concept is made up of three key elements:

1.—Introduce the idea of the "mobile bubble"—that is allow manufacturers to average their emissions in the same way they now average fuel economy.

"It is total vehicular emissions that impact air quality—either nationally or in any given location," Smith said. "The contribution of any single vehicle is not important."

2.—Eliminate overlapping and expensive enforcement programs, such as pre-production certification, production line testing and in-plant audits.

"A manufacturer still would be responsible for designing, developing and producing a fleet of vehicles that stays within compliance on an average basis for a period required by law," Smith said. "Since the air we breathe is what we want to protect, it makes sense to us to measure our efforts there. What's important is that our cars and trucks do the job required to meet our national commitment to air quality—not whether we pass some pre-production certification test, an in-plant audit, or assembly plant test."

3.—Allow adequate lead time before new emissions standards take effect. As a corollary to that, he suggested that any set of standards be given time to work before more stringent ones are adopted.

"Given more time for development and testing, we are sure we can produce control systems that perform better in the field — where it really counts," he said.

Used car sales
Auction Averages

April to Date	$3,904
Month ago	$4,218
Year ago	$3,055

Model breakdown
Auction Averages

	April To Date	March	February
1981	$7,421	$8,432	$7,138
1980	5,541	5,698	5,704
1979	4,862	5,001	4,773
1978	3,588	3,681	3,705
1977	2,797	2,888	2,997
1976	2,086	2,226	2,265
1975	1,622	1,525	1,663
1974	1,462	1,347	1,205
Overall Average	$3,904	$4,076	$4,076

Packer accepts the power

Harry Packer, right, of Central Lincoln-Mercury, Harrisburg, accepts the president's gavel from former head of the Harrisburg Automotive Trade Assn., Raymond A. Myers, center. Standing with them is Fred Vetterlein, Capital VW, Inc., association vice president.

used-car auction directory

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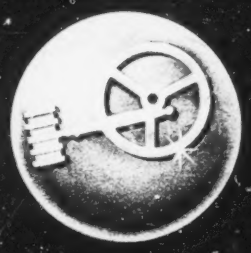

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Week's yield is 152.333

Car output reaches peak for 1981

Continued from Page 1

for any month since the 783,843 units assembled in October, 1979.

The auto makers built an estimated 1,659,623 units the first three months of 1981, a decline of 7.75 percent from the 1,799,108 units completed in the first quarter of 1980.

For April, production is planned at 660,472 units, up 13.70 percent from the 580,855 cars completed in April, 1980.

The second quarter forecast for the makers is 2,008,464 units, up 22.29 percent from the 1,642,293 units completed in the second three months of 1980.

Breakdown by company for the April forecast is: General Motors, 420,000, up 14.07 percent from the 368,185 units completed in the comparable 1980 month; Ford Motor, 139,000, up 11.00 percent from 125,216; Chrysler Corp., 70,000, up 40.14 percent from 49,947; Volkswagen of America, 17,472, down 17.64 percent from 21,215 and American Motors, 14,000, down 12.39 percent from 15,981.

• Checker Motors has scheduled downtime beginning today with operations not resuming until May 4. Checker will remain in operation until June 8 and then go back down until July 10. The extended downtime is due to slow sales. Checker built 311 cars in April, 1980.

Breakdown by company for the second quarter forecast is: GM, 1,290,000, up 23.85 percent from the 1,041,557 units completed in the second three months of 1980; Ford, 414,000, up 21.56 percent from 340,562; Chrysler, 210,112, up 32.17 percent from 158,964; VWoA, 57,824, down 0.02 percent from 57,836; AMC, 36,000, down 15.42 percent from 42,566, and Checker, 528, down 34.65 percent from 808.

So far this year, the makers have completed 1,658,584 units, a drop of 12.55 percent from the 1,896,651 assembled in the comparable period in 1980.

Breakdown for last week by company is: GM, 62.00 percent; Ford, 20.78 percent; Chrysler, 12.80 percent; VWoA, 2.73 percent; AMC, 1.64 percent, and Checker, 0.05 percent.

Chrysler Corp. has scheduled overtime this week at two plants. The Belvidere assembly plant is scheduled to work two nine-hour shifts this week and the St. Louis point is scheduled to work a nine-hour shift.

Truck production for March tops last year by 18 pct.

U. S. truck production last week pulled ahead of the 1980 week's level, but the total was below the previous week's output.

Planned output last week for the truck makers was 34,995 units, up 11.26 percent from the 31,452 trucks assembled in the comparable week last year, but the total showed a decline of 10.56 percent from the 39,127 trucks completed in the previous week.

Truck production was an estimated 183,406 units in March, up 18.11 percent from the 155,283 units completed in the comparable 1980 month. It was the highest output for any month since the 185,001 trucks assembled in November, 1979.

Estimated first-quarter output is 460,611 units, a decline of 7.38 percent from the 498,362 trucks completed in the first three months of 1980.

Although the first quarter was gloomy, the April and second-quarter forecasts are much brighter.

In April, truck production is planned at 157,628 units, a 21.50 percent increase from the 129,728 trucks assembled in April of 1980.

The projection for second quarter is 499,756, up a substantial 47.65 percent from the 338,454 units assembled in the second three months in 1980.

breaking news

Continued from Page 1

Chrysler closes Lynch Rd. plant

DETROIT. — Chrysler Corp. closed its Lynch Rd. assembly plant April 3 after almost a year of efforts by both the company and the UAW to keep the full-size-car operation going. There is some speculation it will only be mothballed, but Chrysler officially says the plant is permanently closed. It built Newport, New Yorker, St. Regis and Gran Fury.

White to sell Australian subsidiary

FARMINGTON HILLS, Mich.—White Motor Corp. has signed an agreement to sell White Motor Corp. (Australia) Pty., Ltd., to Silchester Holdings Pty., Ltd., Brisbane. The agreement is subject to approval by White directors, review by its U. S. creditors and approval by the U. S. Bankruptcy Court, Cleveland, where White is in Chapter 11 proceedings. White Australia operates a heavy-duty truck assembly plant near Brisbane.

TRUCK PRODUCTION IN U. S.†

	Week Ended Apr. 4, 1981	Week Ended Apr. 5, 1980	Week Ended Mar. 28, 1981	March Est.	Jan. 1, to Apr. 5, 1980	Jan. 1, to Apr. 4, 1981
CHEVROLET	9,457	6,379	13,625	55,056	173,695	155,038
DODGE/PLYMOUTH	1,800	3,100	2,283	9,385	39,229	19,524
FORD	15,175	16,262	13,650	72,336	195,562	157,718
GMC	2,998	3,374	3,991	18,743	47,735	55,480
INTERNATIONAL	1,690		1,711	8,532		20,333
VOLKSWAGEN	1,040	553	1,032	5,129	7,049	12,229
MACK		500			8,379	
JEEP	1,550*		1,550*	7,800*	26,180	23,236*
AMC CORP.	85*	284*	85*	425*	2,395*	1,105*
WHITE		100			2,244	
MISCELLANEOUS	1,200*	900*	1,200*	6,000*	11,460*	14,500
Total Trucks, U. S.	34,995	31,452	39,127	183,406	513,928	459,163

CANADIAN TRUCK PRODUCTION

	Week Ended Apr. 4, 1981	Week Ended Apr. 5, 1980	Week Ended Mar. 28, 1981	March Est.	Jan. 1, to Apr. 5, 1980	Jan. 1, to Apr. 4, 1981
CHRYSLER CORP.	1,600	1,280	1,869	8,404	9,169	16,341
FORD MOTOR	3,556	2,654	3,819	17,586	53,141	45,391
GENERAL MOTORS	6,664	4,880	6,674	32,950	76,846	83,791
AMERICAN MOTORS					8,479	
INTERNATIONAL	245	290	247	1,225	3,378	3,337
MACK		45			803	
WHITE		52			837	
Total Trucks, Canada	12,065	9,201	12,609	60,165	152,653	148,860
N. American Trucks	47,060	40,653	51,736	243,571	666,581	608,023

†—Now includes window van production. *—Estimated.
Jeep includes commercial vehicles only. AM General includes government-destined vehicles.

Auto production in Canada rises to 21,343 for week

Despite the second week of downtime at the Chrysler Windsor car plant, Canadian auto production last week rose above the previous week's level and that of the comparable year ago week.

Planned output last week for the auto makers was 21,343 units, up 4.99 percent from the 20,328 units completed in the previous week and up 18.61 percent from the 17,993 cars assembled in the comparable 1980 week.

Although the weekly output shows improvement, the year-to-date total is down 17.76 percent from 239,722 cars in 1980 to 197,143.

The March estimate for the auto makers is 98,681 units, an increase of 5.32 percent from the 93,691 units completed in the comparable month last year. The total is the highest for any month since May, 1979, when the makers built 99,878 units.

The Canadian truck makers took a huge jump above the year-ago level last week, but the total for the week fell below the previous week's output.

Planned truck production last week was 12,065 units, up 31.12 percent from the 9,201 units completed in the comparable 1980 week, but down 4.31 percent from the 12,609 trucks assembled in the previous week.

The Canadian truck makers produced an estimated 60,165 units in March, an increase of 8.45 percent from the 55,477 trucks assembled in March, 1980, and the highest output for any month since June, 1979, when the figure was 61,335.

So far this year, the truck makers have completed 148,860 units, a drop of 2.48 percent from the 152,653 trucks produced in the comparable period last year.

All operations at the Chrysler Windsor car point down since March 23, will remain idle until April 13.

U. S. CAR PRODUCTION

	Week Ended Apr. 4, 1981	Week Ended Apr. 5, 1980	Week Ended Mar. 28, 1981	March Est.	Jan. 1, to Apr. 5, 1980	Jan. 1, to Apr. 4, 1981
AMERICAN MOTORS	2,500*	2,978*	2,500*	11,532*	53,134*	26,354*
AMX						
Spirit						
Concord						
Eagle						
Pacer						
CHRYSLER CORP.	19,500	13,045	21,226	98,106	178,738	203,864
Plymouth Total	9,250	5,800	9,811	48,039	81,449	100,785
Horizon	3,100	2,600	3,753	17,529	43,098	36,003
Reliant	5,100		4,975	25,154		56,100
Volare		2,600			30,398	
Caravelle	250	100	214	926	1,268	1,378
Gran Fury	800	500	869	4,430	6,685	7,304
Chrysler Total	1,350	2,075	1,915	8,030	23,973	16,253
LeBaron	1,000	1,700	1,354	5,460	18,955	11,282
Chrysler	350	375	561	2,570	5,018	4,971
Dodge Total	8,900	5,170	9,500	42,037	73,316	86,826
Omni	3,300	2,300	3,654	14,882	38,889	28,461
Aspen		1,700			21,205	
Aries	3,900		3,985	19,233		45,043
Diplomat	1,100	750	1,380	5,549	7,868	9,600
St. Regis	600	420	481	2,373	5,354	3,722
FORD MOTOR	31,659	33,248	28,936	149,118	373,298	344,321
Ford Division	22,320	23,644	20,356	104,545	268,825	239,400
Escort	8,092		8,301	40,394		106,179
Pinto		2,765			21,632	
Fairmont	4,686	5,326	4,368	21,740	71,034	45,917
Must./Must. II	4,513	5,492	4,471	18,423	71,979	34,750
Granada	1,492	2,696	1,678	6,639	22,416	15,832
Thunderbird	1,849	4,546		8,994	49,088	14,775
Ford	1,688	2,819	1,538	8,355	32,676	21,947
L-M Division	9,339	9,604	8,580	44,573	104,473	104,921
Mercury Total	7,895	8,926	7,355	37,839	94,012	90,362
Bobcat		573			5,107	
Lynx	2,978		2,814	14,299		36,127
Capri	1,299	1,484	1,368	5,314	21,520	10,124
Zephyr	922	1,552	1,035	5,336	23,613	12,875
Cougar/Monarch	768	995	827	3,579	7,031	7,695
XR-7	634	2,264		2,760	17,661	6,287
Mercury	1,294	2,058	1,311	6,551	19,080	17,254
Lincoln Total	1,444	678	1,225	6,734	10,461	14,559
Lincoln	722	239	617	3,138	3,671	6,830
Mark VI	722	290	608	3,596	5,517	7,729
Versailles		149			1,273	
GENERAL MOTORS	94,429	79,001	84,854	435,409	1,240,550	1,033,121
Buick Division	21,104	15,838	19,892	101,159	241,650	245,301
Skylark	6,084	3,356	5,277	23,049	63,632	69,356
Century	4,105	3,676	4,159	20,311	48,918	48,471
Regal	6,012	4,388	5,905	29,855	59,800	67,128
Buick	3,695	3,447	3,267	17,080	52,808	44,702
Riviera	1,208	971	1,284	5,864	16,492	15,644
Cadillac Division	6,504	5,077	6,245	31,265	77,087	81,315
Seville	719	543	514	3,043	14,448	8,393
Eldorado	1,515	1,185	1,448	6,984	19,044	17,688
Cadillac	4,270	3,349	4,283	21,238	43,595	55,234
Chevrolet Division	33,501	28,742	30,379	157,472	512,451	364,995
Chevette	7,324	7,170	6,141	36,728	125,209	78,217
Cavalier	617		50	667		667
Monza ('80)		2,861			42,445	
Camaro	3,092	2,802	2,930	15,109	38,221	34,026
Citation	9,020	6,890	7,355	41,866	128,352	94,046
Malibu	5,453	5,197	5,844	31,033	75,341	66,870
Monte Carlo	2,795	2,122	2,447	14,096	38,213	33,688
Chevrolet	4,800	960	4,812	14,383	51,355	47,733
Corvette	400	740	800	3,590	13,315	9,748
Oldsmobile Division	21,043	17,339	17,760	95,516	232,219	240,798
Omega	3,967	1,830	2,934	17,233	33,541	40,732
Cutlass	8,932	9,540	7,797	40,285	101,733	111,015
Oldsmobile	6,998	5,097	6,085	32,785	82,426	76,190
Toronado	1,146	872	944	5,213	14,519	12,861
Pontiac Division	12,277	12,005	10,578	49,997	177,143	100,712
Acadian†	695	616	741	3,255	6,421	5,781
J2000		2,339			41,549	
Sunbird ('80)	941		209	1,150		1,150
T-1000	2,553		2,446	7,993		7,993
Firebird	988	1,806	1,006	5,095	28,402	13,536
Phoenix	2,772	2,100	1,982	11,769	36,124	30,561
Grand Prix	2,400	1,396	2,430	11,909	20,586	23,639
LeMans	1,560	1,572	1,551	7,647	16,902	14,255
Pontiac	368	2,176	213	1,179	27,159	3,797
VOLKSWAGEN	4,160	3,865	4,230	20,775	50,098	50,256
CHECKER	85*	85*	60*	325*	833	668*
Total Cars, U. S.	152,393	132,222	141,806	715,265	1,896,651	1,658,584

CANADIAN CAR PRODUCTION

	Week Ended Apr. 4, 1981	Week Ended Apr. 5, 1980	Week Ended Mar. 28, 1981	March Est.	Jan. 1, to Apr. 5, 1980	Jan. 1, to Apr. 4, 1981
AMERICAN MOTORS	760		718	3,508		7,844
CHRYSLER CORP.		2,560		1,818	22,973	5,356
FORD MOTOR	7,198	5,432	6,526	28,090	63,649	38,463
GENERAL MOTORS	13,160	9,776	12,859	64,163	150,030	142,679
VOLVO	225	225	225	1,102	3,070	2,801
Total Cars, Canada	21,343	17,993	20,328	98,681	239,722	197,143
N. American Cars	173,676	150,215	162,134	813,946	2,136,373	1,855,727
N. American Trucks	47,060	40,653	51,736	243,571	666,581	608,023
North American Cars and Trucks	220,736	190,868	213,870	1,057,517	2,802,954	2,463,750

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.